Entreprise de fabrication de yachts de luxe italiens haut de gamme

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Entreprise de fabrication de yachts de luxe italiens haut de gamme

Un fabricant de yachts de luxe de premier plan en Europe est à la recherche d'opportunités de croissance stratégique. En mettant l'accent sur la performance, l'innovation et l'excellence du design, cette entreprise a rapidement gagné la reconnaissance des clients fortunés et des concurrents de premier plan.

Points forts du portefeuille de produits

- Annexe LIMO : Des annexes de luxe compactes conçues pour être compatibles avec les méga-yachts.
- Série 46ft : Yachts sportifs d'entrée de gamme disponibles en configurations in-board et hors-bord, s'adressant à une clientèle plus large.
- Série 54ft : Le best-seller actuel, disponible en versions Family et XL – idéal pour les clients qui recherchent une personnalisation unique.
- Série 64 pieds : Des yachts compacts au design époustouflant, répondant à une forte demande du marché.
- Série 86ft : Yachts phares de classe A certifiés RINA – actuellement en phase initiale de production avec deux unités déjà mises en service.
- Série 125 pieds (M125) : Projet stratégique à long terme susceptible de remodeler le segment de l'ultra-luxe à l'échelle mondiale.

Paysage concurrentiel :

- En concurrence avec Riva, Wally, Vanquish, Wajer, Pardo (segment 46-86ft)
- En concurrence avec Ferretti, Benetti, San Lorenzo (segment 125ft)
- L'appel d'offres LIMO défie directement Hodgson

FINANCES

Année	Chiffre d'affaires (en millions d'euros)	Coûts (en millions d'euros)	EBITDA (MILLIONS D'EUROS)	EBITDA ajusté (millions d'euros)
2018	10.1	9.7	1.0	–
2019	12.9	12.7	0.9	–
2020	9.9	9.8	0.7	–
2021	12.3	11.9	1.3	–

TARGET PRICE
$ 15,000,000

GROSS REVENUE
$ 19,000,000

EBITDA
$ 6,700,000

BUSINESS TYPE
Entretien et Réparation de Yatchs et de Bateaux

COUNTRY
Italie

BUSINESS ID
L#20250960

Année	Chiffre d’affaires (en millions d’euros)	Coûts (en millionsd’euros)	EBITDA (MILLIONS D’EUROS)	EBITDA ajusté (millions d’euros)
2022	15.9	14.9	2.2	–
2023	15.2	14.0	2.6	4.7
2024	19.0	12.4	6.7	–
2025F	17.0	10.3	6.7	–
2026F	25.3	15.5	9.9	–

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